

## Message Text

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PAGE 01 LAGOS 00676 201626Z

ACTION OPIC-06

INFO OCT-01 AF-08 ISO-00 EB-07 AID-05 COME-00 CIAE-00

INR-07 NSAE-00 /034 W

-----210154Z 116762 /73

R 201420Z JAN 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 8739

UNCLAS LAGOS 00676

PASS TO OPIC

E.O. 11652: N/A

TAGS: EINV, NI

SUBJECT: AIR CONDITIONER SALES-INSTALLATION-SERVICE JOINT  
VENTURE

1. PETER FLOWITT, A LONGTIME BRITISH RESIDENT IN NIGERIA, HAS ASKED THE EMBASSY'S ASSISTANCE IN ESTABLISHING A U.S.-NIGERIAN CENTRAL AIR CONDITIONING SALES-INSTALLATION-SERVICE JOINT VENTURE HERE. FLOWITT PLANS TO BASE HIMSELF IN FLORIDA (HE HAS ALREADY BOUGHT HOUSE THERE), AND SET UP U.S. CORPORATION WITH U.S. PARTNERS (PRIMARILY AIR CONDITIONING ENGINEERING COMPANY BUT PERHAPS ALSO AIR CONDITIONER MANUFACTURER). SOLE FUNCTION OF NEW CORPORATION WOULD BE TO FORM AFOREMENTIONED JOINT VENTURE WITH NIGERIANS.

2. ALTHOUGH SOME U.S. MADE AIR CONDITIONERS (CARRIER, GE) ALREADY MARKETING HERE, INSTALLATION AND SERVICE EXPERTISE IS POOR. FLOWITT'S BELIEF THAT NEW COMPANY, SKILLED IN INSTALLATION AND SERVICE OF CENTRAL AIR CONDITIONING FOR COMMERCIAL/GOVERNMENT BUILDINGS, HAS LARGE READY-MADE MARKET HERE IS CORRECT. FLOWITT HAS SEVERAL YEARS EXPERIENCE HERE IN INSTALLING AIR CONDITIONING AND RELATED ELECTRICAL SYSTEMS. BESIDES EXPERIENCE AND CONTACTS, FLOWITT SAYS HE CAN ALSO CONTRIBUTE SUBSTANTIAL CAPITAL TO VENTURE.

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PAGE 02 LAGOS 00676 201626Z

EM REQUEST OPIC SOLICIT INTEREST FROM AIR CONDITIONER ENGINEERING COMPANIES AND ALSO MANUFACTURERS. DO NOT CONTACT CARRIER OR GE. FLOWITT EXPECTS TO GO TO U.S. LATE MARCH ON OTHER BUSINESS. HELPFUL IF HE WOULD HAVE LIST OF POTENTIAL PARTNERS BY THEN. SEND ANY LEADS TO EMBASSY.  
EASUM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INVESTMENT OPPORTUNITIES, JOINT VENTURES, AIR CONDITIONERS  
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**Review Markings:**  
Margaret P. Grafeld  
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